

# NORBIT

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## First quarter 2025 presentation

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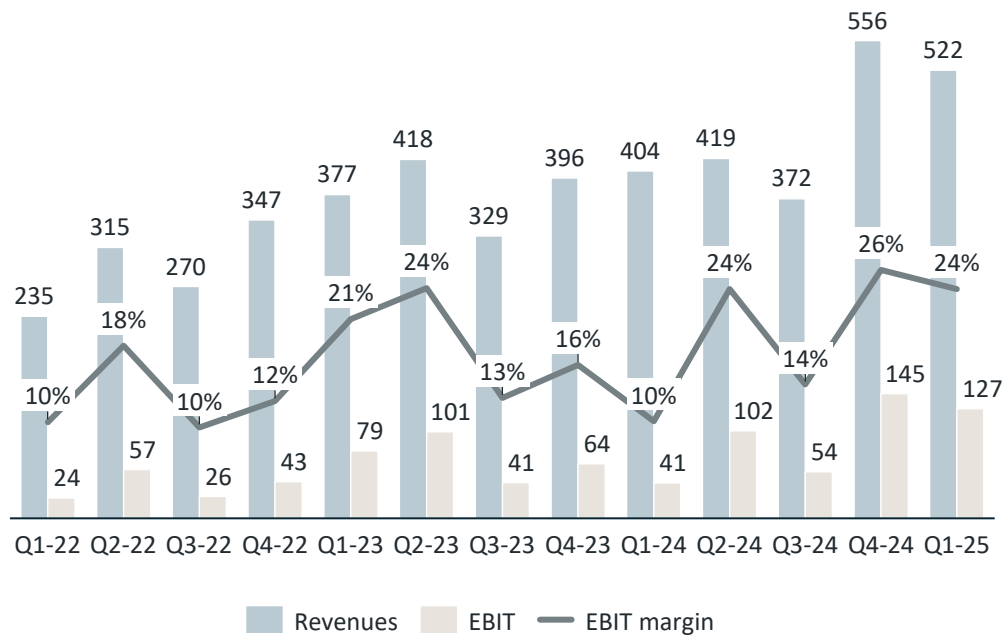
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## Highlights

# Continued growth and strong operational performance

## Revenues and EBIT

NOK million



## First quarter 2025

- 29 per cent revenue growth from Q1-24
- Revenue increase driven by continued growth in Oceans and PIR
- EBIT ended at NOK 127.4 million, resulting in a margin of 24 per cent
- Earnings per share (diluted) were NOK 1.40, up from NOK 0.50 in Q1-24

## Subsequent events

- PIR received NOK 125 million order from a European defence client for H2 2025 delivery
- AGM held 6 May 2025: All resolutions approved, including NOK 3.00 per share dividend



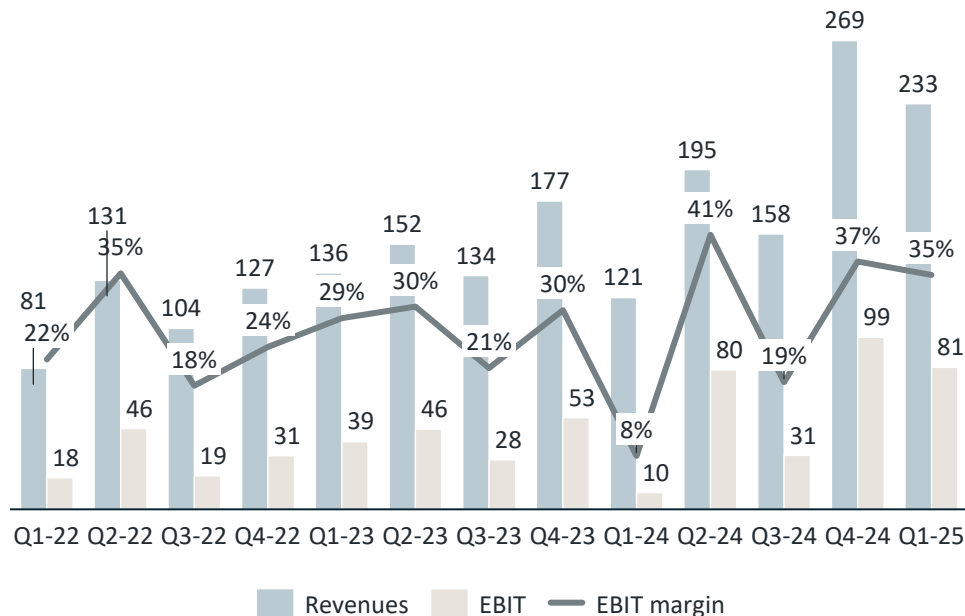


**OCEANS**

## Second strongest quarter ever

### Revenues and EBIT

NOK million



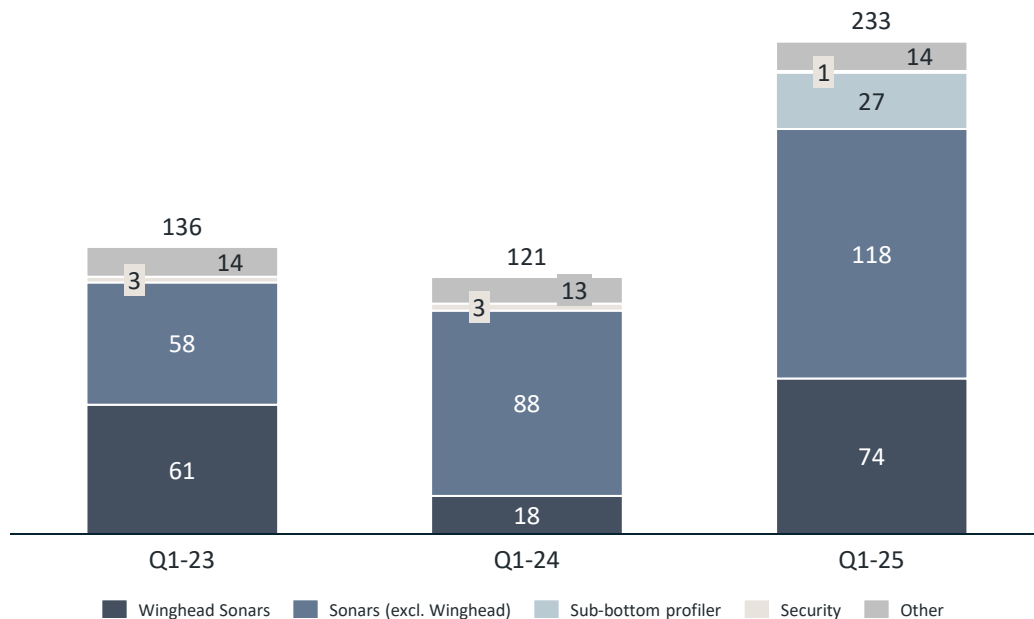
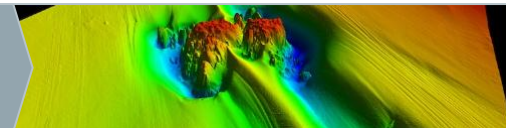
### First quarter 2025

- Revenues of NOK 232.7 million, an increase of 92 per cent from NOK 121.4 million in Q1-24
  - Adjusting for Innomar acquisition, growth was 70 per cent
  - Agreement made with a new buyer for the NOK 75 million security project won in September 2024. Revenue recognition to be made once payments are received
- EBIT margin of 35 per cent, up from 8 per cent in Q1-24
  - Strong revenue growth drove margins up in the quarter

# Strong revenue growth year over year driven by solid sonar sales

## Oceans' revenue mix

NOK million

Subsea  
sonars

Security

Sub-bottom  
profilers

Other



Oceans

## Increasing the addressable market for ocean exploration by broadening the product offering







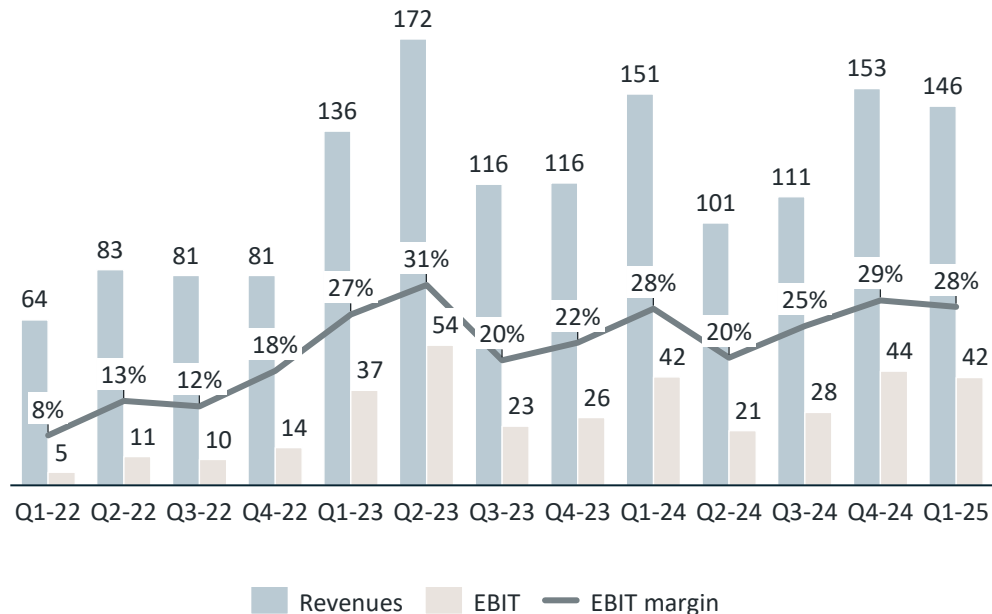
# CONNECTIVITY



## Stable revenues and strong margins

### Revenues and EBIT

NOK million



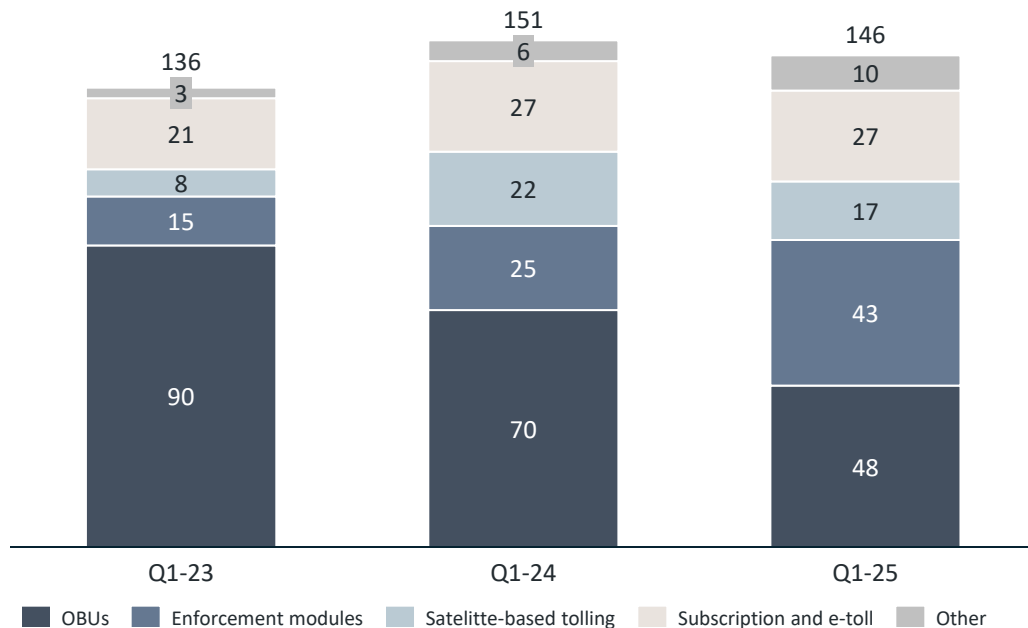
### First quarter 2025

- Revenues of NOK 145.9 million, representing a decrease of 3 per cent from Q1-24
  - Increased sale of enforcement modules for tachographs was offset by a decline in sales of On-Board Units
- EBIT margin of 28 per cent, on par with the level reported in Q1-24

## Growth in tachograph enforcement modules offset by reduced On-Board Unit deliveries

### Connectivity revenue mix

NOK million



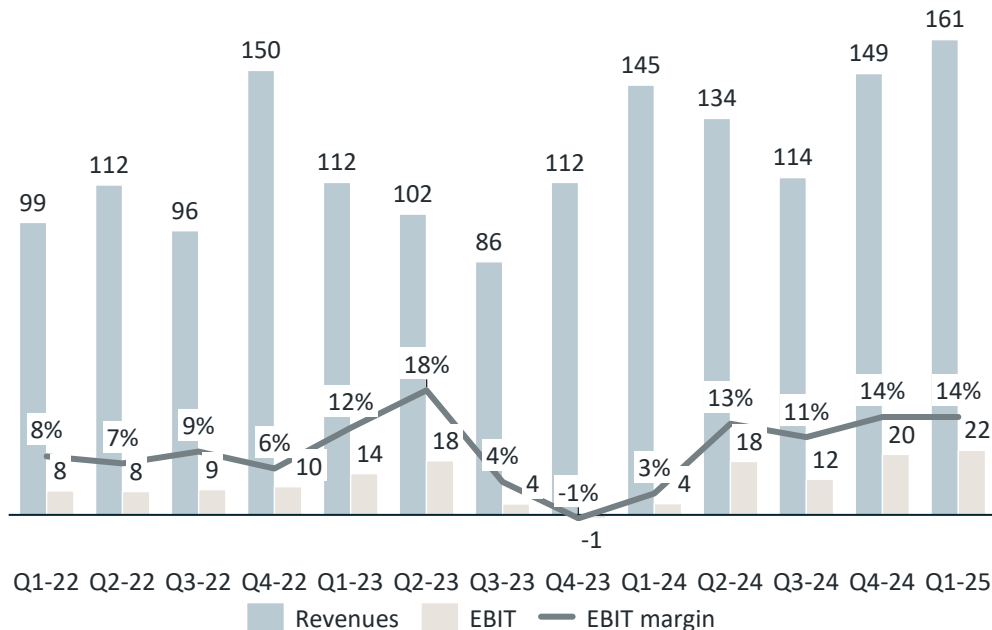




## Continued growth and increased profitability

### Revenues and EBIT

NOK million



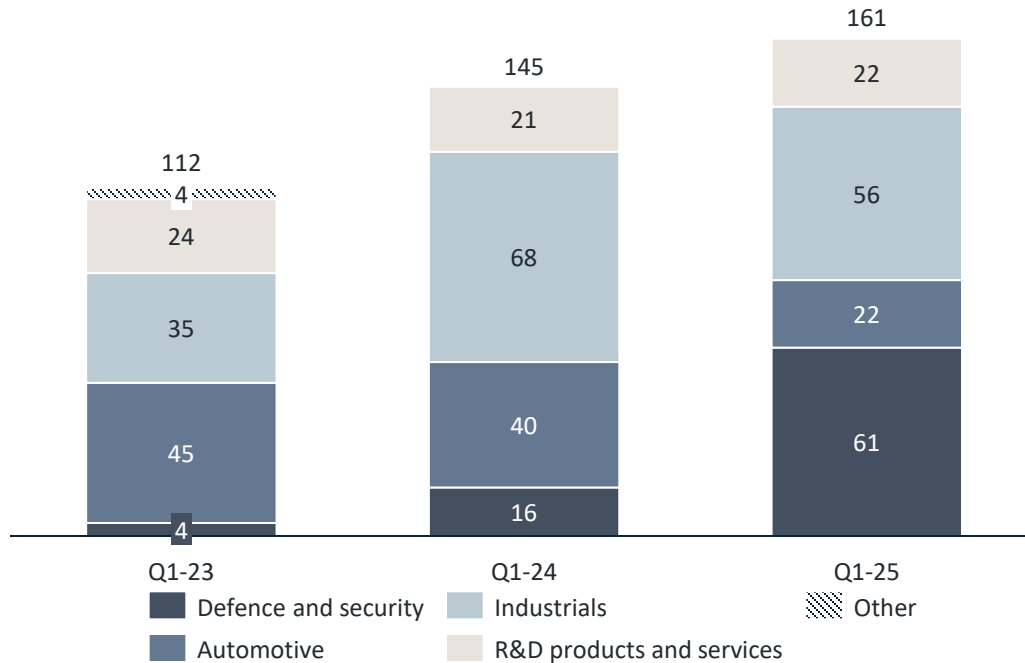
### First quarter 2025

- Revenues of NOK 160.6 million, up 11 per cent from Q1-24
  - 23 per cent growth adjusted for sale of inventory in Q1-24
  - Largely driven by increased demand from the defence and security sector within contract manufacturing
- EBIT margin of 14 per cent, up from 3 per cent in Q1-24 on improvement in gross margin and higher revenues

## Strong demand from the defence and security sector within contract manufacturing

### PIR revenue mix

NOK million



Defence and security



Automotive



Industrials



R&D products and services



## New large orders within defence and security

- Awarded two significant orders within defence and security for contract manufacturing
- A majority of the NOK 260 million contract will be delivered in the second quarter this year
- The NOK 125 million contract is to be delivered in second half of 2025
- Defence-related revenues in PIR approaching NOK 600 million this year based on first quarter revenues and current firm orders
- Strategic investments in capacity and organisation enabling NORBIT to support growing demand for technology made in Norway/Europe





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Group financials



# Profit and loss statement

Amounts in NOK million

	Q1 2025	Q1 2024
Revenues	521.7	404.4
Raw materials and change in inventories	197.0	191.4
Employee benefit expenses	118.6	101.1
Other operating expenses	44.1	38.9
<b>EBITDA</b>	<b>162.0</b>	<b>73.1</b>
Depreciation and amortisation expenses	34.6	32.0
<b>Operating profit / EBIT</b>	<b>127.4</b>	<b>41.1</b>
Net financial items	-10.0	-0.7
<b>Profit before tax</b>	<b>117.4</b>	<b>40.4</b>
Income tax expense	-27.7	-10.2
<b>Profit for the period</b>	<b>89.7</b>	<b>30.2</b>

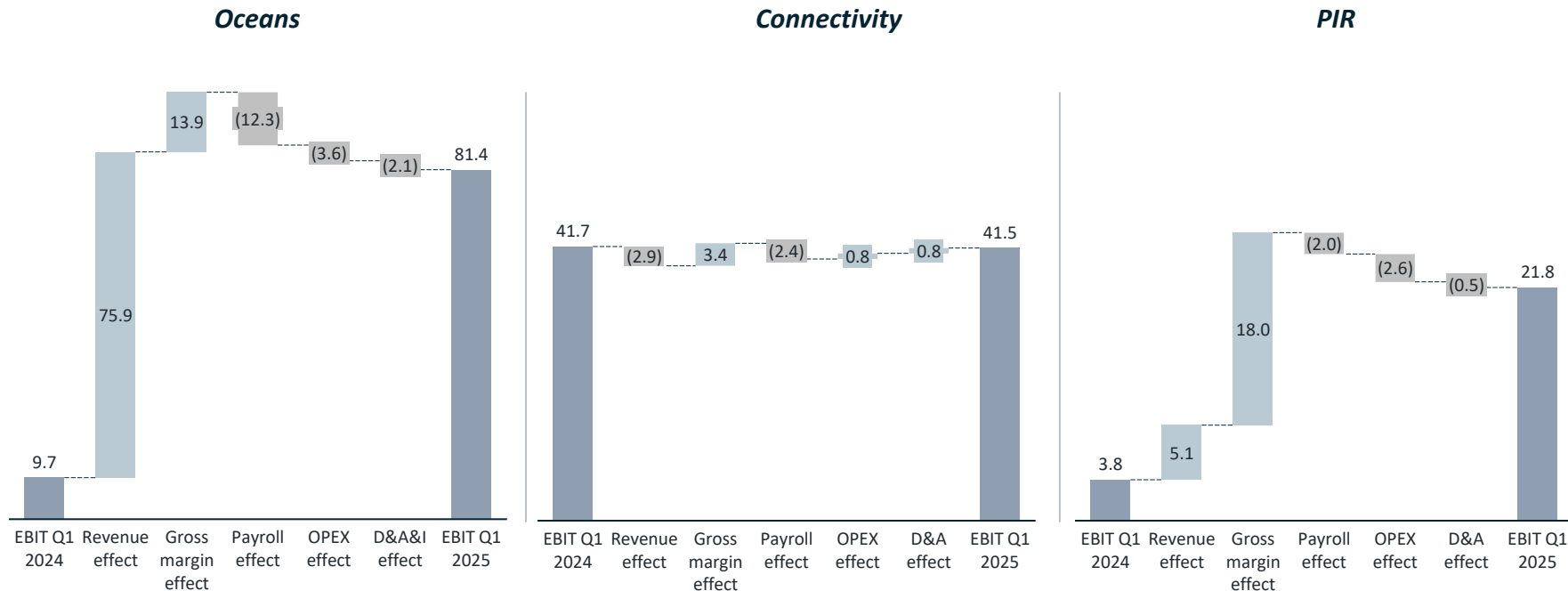
## First quarter of 2025

- Revenues of NOK 521.7 million, up 29 per cent from Q1-24
  - Adjusted for the Innomar acquisition, growth rate was 22 per cent
- Gross margin of 62 per cent, up from 53 per cent in Q1-24
  - Explained by improved margin in all three segments and segment mix
- Increase in employee benefit of NOK 17.5 million from Q1-24, primarily due to the inclusion of Innomar (NOK 6.0 million), wage inflation and new hires in line with growth strategy
- EBITDA of NOK 162.0 million (31 cent margin), up from NOK 73.1 million in Q1 2024 (18 per cent margin)
- EBIT of NOK 127.4 million (24 per cent margin), up from NOK 41.1 million in Q1 2024 (10 per cent margin)
- Net financial items of negative NOK 10.0 million (negative NOK 0.7 million)
  - This included NOK 4.1 million in net interest expenses and NOK 5.9 million in foreign exchange losses and other financial expenses
- Net profit for the period of NOK 89.7 million and EPS was NOK 1.40 vs. NOK 0.50 in Q1-24

# Improved profitability in Oceans and PIR year over year

## Segment EBIT development Q1 2025 vs. Q1 2024

NOK million





# Balance sheet

Amounts in NOK million

	31.03.25	31.12.24
<b>ASSETS</b>		
Property, plant and equipment (incl. right-of-use assets)	280.0	274.0
Intangible assets	431.4	418.9
Goodwill	484.9	497.4
Deferred tax asset	16.6	13.5
Inventories	571.8	434.7
Trade receivables	250.3	273.4
Other receivables and prepayments	84.2	66.4
Other assets	12.7	12.6
Cash and cash equivalents	241.0	193.3
<b>Total assets</b>	<b>2 372.9</b>	<b>2 184.2</b>
<b>LIABILITIES</b>		
Interest-bearing borrowings	432.8	447.2
Lease liabilities	100.8	95.3
Trade payables	248.5	145.9
Other current liabilities	247.4	227.1
Other liabilities	101.8	111.3
<b>Total liabilities</b>	<b>1 131.4</b>	<b>1 026.8</b>
<b>Total equity</b>	<b>1 241.4</b>	<b>1 157.3</b>
<b>Total liabilities and equity</b>	<b>2 372.9</b>	<b>2 184.2</b>

## Fixed and intangible assets

- Land and PPE: An increase of NOK 6.0 million due to investments in machinery and equipment
- Intangible assets: An increase of NOK 12.5 million primarily related to investments in R&D with high activity on the GNSS OBU project

## Working capital

- Inventories: Up NOK 137.1 million from prior quarter primarily driven by purchases ahead of PIR's deliveries in Q2
- Trade receivables: Decreased NOK 23.1 million on Oceans' sequential revenue decline and intra-quarter effects
- Trade payables: Increase of NOK 102.6 million relating to inventory purchases

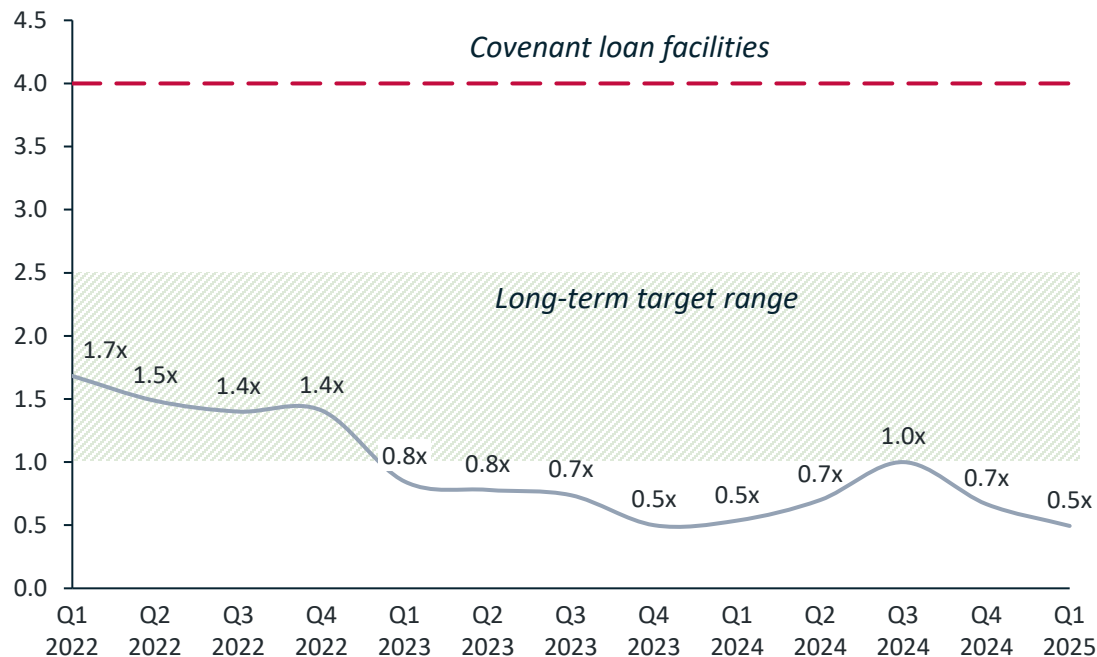
## Net-interest bearing debt and equity

- Total borrowings of NOK 432.8 million vs. NOK 447.2 million as per end of Q1 on EUR depreciation
- Net-interest bearing debt (excl. lease liabilities) of NOK 191.8 million, a reduction of NOK 62.1 million from end Q4
- Equity of NOK 1 241.4 million, representing an equity ratio of 52 per cent

## A strong balance sheet that enables flexibility

### NIBD/EBITDA

EBITDA 12 month rolling

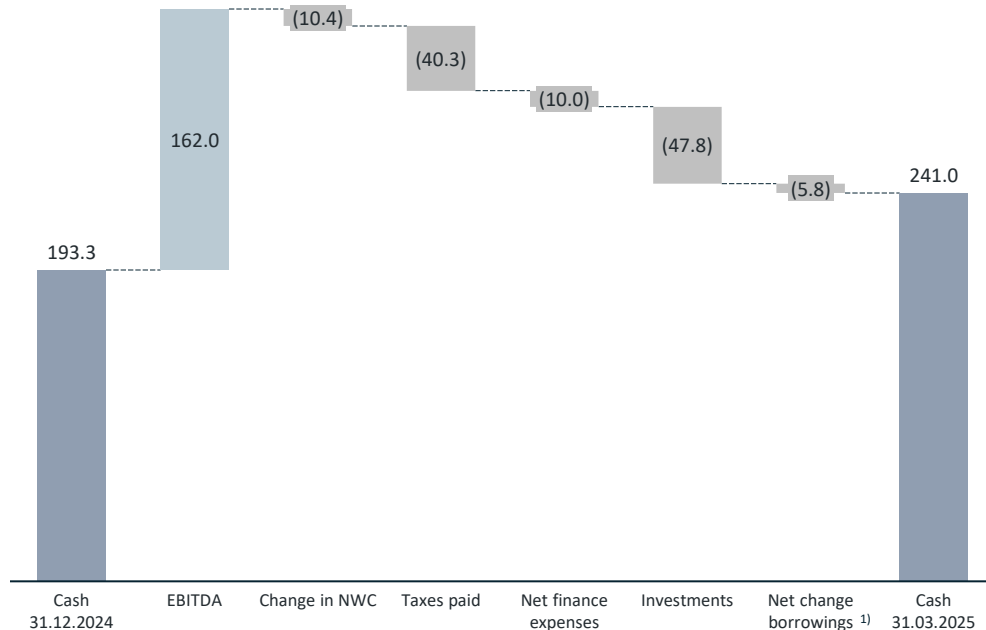


- Maintaining a strong balance sheet and liquidity position are first priorities for capital allocation:
  - Provide for financial flexibility
  - Prudent risk management
  - Operating well within covenants
  - Maintain strong creditworthiness
- Long-term target level between 1.0 – 2.5x NIBD/EBITDA over the cycle
- Covenants in loan facilities at 4.0x NIBD/EBITDA and equity ratio > 30%
  - 52% equity ratio at Q1 2025
- Cash and undrawn credit facilities were NOK 791.0 million per end of Q1

# Cash flow for the quarter

## Cash flow development first quarter 2025

NOK million



1) Including repayment of leases

## First quarter of 2025

- Operating cash flow of positive NOK 101.3 million
  - Cash taxes of NOK 40.3 million
  - Net increase in working capital of NOK 10.4 million, mainly related to higher inventories, partly offset by higher trade payables and a reduction of trade receivables
- Net cash used in investing activities totalled NOK 47.8 million
  - NOK 36.6 million invested in R&D
  - NOK 11.1 million invested in machinery and equipment
  - Guidance for 2025 ~ NOK 100 million in R&D investments and ~ NOK 110 million investments in fixed assets
- Financing activities led to a cash outflow of NOK 5.8 million following repayment of leases



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## Outlook

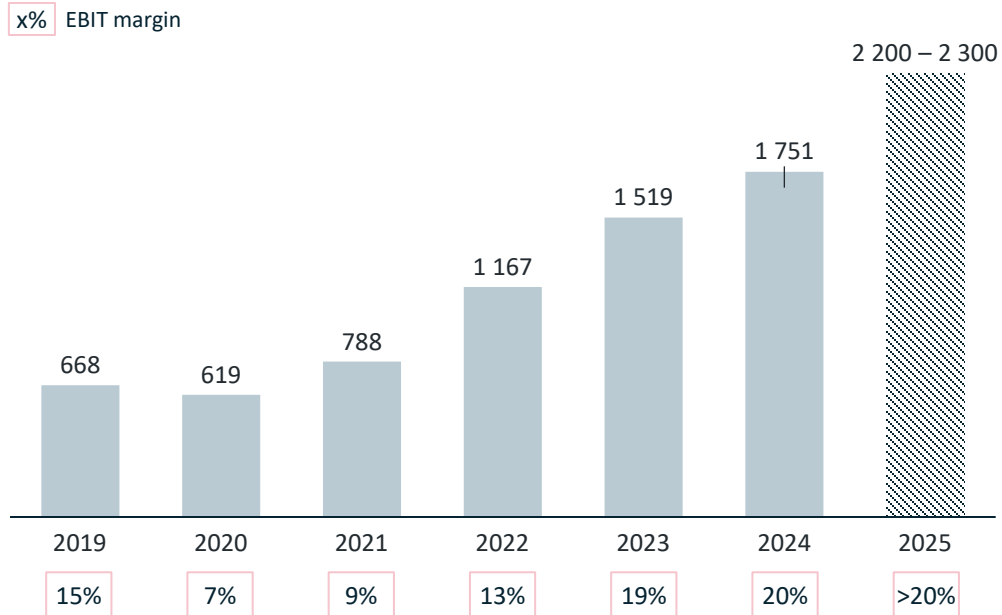


## Outlook

# 2025 outlook

### Revenue and profitability margins

NOK million



### 2025 Outlook

- Previously communicated revenue target of NOK 2.2 - 2.3 billion and EBIT margin improvement compared to the 20 per cent reported last year
- Based on current outlook, the targets are considered conservative. As in previous years, updated targets for the year will be provided at the second quarter reporting in August
- Continue to explore value-accretive acquisitions to add to organic growth

## Short-term outlook



- Oceans moving into a seasonally stronger period and the quarter has started out well
- Revenues for the quarter expected to exceed NOK 220 million
- No revenue recognition on the NOK 75 million security project included in guidance



- For the second quarter, Connectivity is expected to deliver between NOK 160 and 180 million in revenues supported by strong demand for enforcement modules for tachographs and satellite-based units



- PIR is expected to deliver between NOK 330 and 350 million in revenues in the second quarter driven by growth in demand from the defense and security sectors

***Targeting revenues in excess of NOK 700 million in the second quarter***



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# TECHNOLOGY

## IS PART OF THE SOLUTION

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# NORBIT is to be recognised as world class, enabling people to explore more



EXPLORING  
SINCE 1995



~600 EMPLOYEES



~ 20 COUNTRIES

**NORBIT**

EURONEXT  
OSLO BØRS



*Victory awaits him who has everything in order. Luck people call it...*

*Defeat is certain for him who has neglected to take necessary precaution in time. This is called bad luck"*

**Roald Amundsen 1912**

# Technology is part of the solution

## *Diversified and robust business model*



Oceans is offering tailored technology solutions to global maritime markets



Connectivity is a leading technology solution provider for asset identification, monitoring and tracking



Product Innovation & Realization (PIR) is offering R&D services and contract manufacturing to key customers

# Shareholder overview, updated 9 February 2025

#	Investor	# of shares	%
1	PETORS AS – CEO Per Jørgen Weisethaunet	7,091,320	11.12
2	VHF INVEST AS – founder Steffen Kirknes	6,164,495	9.67
3	REITAN KAPITAL AS	6,086,781	9.55
4	DRAUPNIR INVEST AS – family of founder Steffen Kirknes	3,252,949	5.10
5	J.P. Morgan SE - Handelsbanken Nordiska Småbolag	3,147,332	4.94
6	The Bank of New York Mellon SA/NV - Arctic Funds	2,625,000	4.12
7	AWC AS	2,397,472	3.76
8	EIDCO A/S	2,330,628	3.66
9	ESMAR AS	1,662,286	2.61
10	UBS Switzerland AG	1,078,767	1.69
11	J.P. Morgan SE - Handelsbanken Norden Tema	1,025,000	1.61
12	VERDIPAPIRFONDET DNB SMB	984,281	1.54
13	Danske Bank A/S (mostly held by MD Oceans - Peter Eriksen)	866,349	1.36
14	Deutsche Bank Aktiengesellschaft (Innomar founding mngt)	726,272	1.14
15	USEGI AS - CTO Arild Sjøraunet	671,989	1.05
16	The Northern Trust Comp - Chelverton Asset Management	627,708	0.98
17	KVANTIA AS	615,806	0.97
18	SONSTAD AS	600,000	0.94
19	J.P. Morgan SE - Handelsbanken Microcap Norden	500,392	0.78
20	State Street Bank and Trust Comp	450,000	0.71
<b>Total top 20 shareholders</b>		<b>42,904,827</b>	<b>67.30</b>
Other shareholders		20,845,200	32.70
<b>Total</b>		<b>63,750,027</b>	<b>100.00</b>